

Industry Day Example (SB)

1. Phase 1

1.1. Factor 1

- 1.1.1. Vendor A inputs **“Yes”** for Phase 1, Factor 1 Facility Clearance. This produces a **“Pass”** result for Factor 1.

Factor 1	
Facility Clearance (Yes or No)	Yes
Factor 1 Result	Pass

1.2. Factor 2

- 1.2.1. Vendor A was able to successfully map **110** LCATs as supported by “Attachment 5 – P1:F2 – LCAT ID Crosswalk.” Vendor A annotated **“110”** for Factor 2. This produces a “High Confidence” result for Factor 2.

Factor 2	
LCAT Crosswalk	110 of 123 LCATs
Factor 2 Result	High Confidence

- 1.3. **Phase 1 Result:** Vendor A will receive a “High Confidence” notice, advising them to continue to Phase 2.

2. Phase 2

2.1. Workplace Solutions / Services

2.1.1. Example 1

- 2.1.1.1. **100%** of that example was related to services in the **Connectivity** sub-category.

2.1.2. Example 2

- 2.1.2.1. **50%** of that example was related to services in the **Communications & Collaboration** sub-category.

- 2.1.2.2. **50%** of that example was related to the **Audio/ Video/ Image** sub-category.

2.1.3. Example 3

- 2.1.3.1. **25%** of that example was related to services in the **Communication & Collaboration** sub-category

- 2.1.3.2. **25%** of that example was related to services in the **Audio/ Video/ Image** category.

- 2.1.3.3. **50%** of that example was related to services in the **Support** category.

- 2.1.4. **Workplace Solutions/ Services Result** - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Connectivity,” “Communication & Collaboration,” and “Audio/ Video/ Image.” Vendor A will receive a “Medium Confidence” in the sub-category “Support” for self-certifying 50%. Overall, Vendor A will receive a “High Confidence” for Workplace Solutions because 3 of the 4 sub-categories are “High Confidence” and the 4th sub-category is a “Medium Confidence”.

Phase 2: Self-Certification					
	Connectivity	Communication & Collaboration	Audio/ Video/ Image	Support	Other
Example 1	100%	0%	0%	0%	0%
Example 2	0%	50%	50%	0%	0%
Example 3	0%	25%	25%	50%	0%
	100%	75%	75%	50%	
Confidence Summary					
High Confidence	3				
Medium Confidence	1				
Low Confidence	0				
Final Rating		High Confidence			

2.2. Business Application Solutions / Services

2.2.1. Example 1

2.2.1.1. **50%** of that example was related to services in the **Product Management** sub-category.

2.2.1.2. **50%** of that example was related to services in the **Customer Service** sub-category.

2.2.2. Example 2

2.2.2.1. **50%** of that example was related to services in the **Customer Service** sub-category.

2.2.2.2. **40%** of that example was related to the **Sales & Marketing** sub-category.

2.2.2.3. **10%** of example 2 does not pertain to Product Management, Customer Service, or Sales & Marketing, so the Vendor assigns the remaining **10%** to **Other**.

2.2.3. Example 3

2.2.3.1. **30%** of that example was related to services in the **Product Management** sub-category.

2.2.3.2. **70%** of that example was related to services in the **Sales & Marketing** category.

2.2.4. **Business Application Solutions/ Services Result** - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Product Management,” “Customer Service,” and “Sales & Marketing.” Additionally, Vendor A will receive a “High Confidence” for Business Applications Solutions because all sub-categories meet the 60%.

Phase 2, Factor 3: Self-Certification					
	Product Management	Customer Service	Sales & Marketing	Other	
Example 1	50%	50%	0%	0%	100%
Example 2	0%	50%	40%	10%	100%
Example 3	30%	0%	70%	0%	100%
	80%	100%	110%		
Confidence Summary					
High Confidence	3				
Medium Confidence	0				
Low Confidence	0				
Final Rating		High Confidence			

2.3. Delivery Solutions / Services

2.3.1. Example 1

2.3.1.1. **60%** of that example was related to services in the **Operations** sub-category.

2.3.1.2. **20%** of that example was related to services in the **IT Security** sub-category.

2.3.1.3. **20%** of that example was related to services in the **Strategy & Planning** sub-category.

2.3.2. Example 2

2.3.2.1. **20%** of that example was related to services in the **Development** sub-category.

2.3.2.2. **30%** of that example was related to the **Strategy & Planning** sub-category.

2.3.2.3. **50%** of that example was related to the **IT Security** sub-category.

2.3.3. Example 3

2.3.3.1. **30%** of that example was related to services in the **Development** sub-category.

2.3.3.2. **30%** of that example was related to services in the **Operations** category.

2.3.3.3. **40%** of that example was related to services in the **IT Security** category

2.3.4. **Delivery Solutions/ Services Result** - Vendor A will receive a “Medium Confidence” because this example showed that they’ve performed at least 65% of the sub-categories “Operations” and “IT Security.” Vendor A will receive a “Medium Confidence” in the sub-categories “Development” and “Strategy & Planning” for self-certifying between 35% and 59%. Overall, Vendor A will receive a “Medium Confidence” for Delivery Solutions because 2 of the 4 sub-categories are “Medium Confidence” but no sub-categories received a “Low Confidence.”

Phase 2: Self-Certification						
	Development	Operations	IT Security	Strategy & Planning	Other	
Example 1	0%	60%	20%	20%	0%	100%
Example 2	20%	0%	50%	30%	0%	100%
Example 3	30%	30%	40%	0%	0%	100%
	50%	90%	110%	50%		
Confidence Summary						
High Confidence						2
Medium Confidence						2
Low Confidence						0
Final Rating			Medium Confidence			

2.4. Platform Solutions / Services

2.4.1. Example 1

2.4.1.1. **50%** of that example was related to services in the **Application Services** sub-category.

2.4.1.2. **50%** of that example was related to services in the **Cloud Services** sub-category.

2.4.2. Example 2

2.4.2.1. **60%** of that example was related to services in the **Data Services** sub-category.

2.4.2.2. **40%** of that example was related to the **Cloud Services** sub-category.

2.4.3. Example 3

2.4.3.1. **30%** of that example was related to services in the **Application Services** sub-category

2.4.3.2. **70%** of that example was related to services in the **Data Services** category.

2.4.4. **Platform Solutions/ Services Result** - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Application Services,” “Data Services,” and “Cloud Services.” Additionally, Vendor A will receive a “High Confidence” for Platform Solutions / Services because all sub-categories meet the 60%.

Phase 2: Self-Certification					
	Application Services	Data Services	Cloud Services	Other	
Example 1	50%	0%	50%	0%	100%
Example 2	0%	60%	40%	0%	100%
Example 3	30%	70%	0%	0%	100%
	80%	130%	90%		
Confidence Summary					
	High Confidence	3			
	Medium Confidence	0			
	Low Confidence	0			
	Final Rating		High Confidence		

2.5. Infrastructure Solutions / Services

2.5.1. Example 1

- 2.5.1.1. **40%** of that example was related to services in the **Network** sub-category.
- 2.5.1.2. **35%** of that example was related to services in the **Data Center** sub-category.
- 2.5.1.3. **25%** of that example was related to services in the **Compute Services** sub-category.

2.5.2. Example 2

- 2.5.2.1. **50%** of that example was related to services in the **Data Center** sub-category.
- 2.5.2.2. **50%** of that example was related to the **Storage** sub-category.

2.5.3. Example 3

- 2.5.3.1. **35%** of that example was related to services in the **Network** sub-category
- 2.5.3.2. **60%** of that example was related to services in the **Compute Services** category.
- 2.5.3.1. **5%** of example 3 does not pertain to the required sub-categories, so the Vendor A assigns the remaining **5%** to **Other**.

2.5.4. Infrastructure Solutions/ Services Result - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Network”, “Data Center”, and “Compute Services”. Vendor A will receive a “Medium Confidence” in the sub-category “Storage Services” for self-certifying 50%. Overall, Vendor A will receive a “High Confidence” for Infrastructure Solutions because 3 of the 4 sub-categories are “High Confidence” and the 4th sub-category is a “Medium Confidence”.

Phase 2: Self-Certification					
	Network	Data Center	Storage Services	Compute Services	Other
Example 1	40%	35%	0%	25%	0%
Example 2	0%	50%	50%	0%	0%
Example 3	35%	0%	0%	60%	5%
	75%	85%	50%	85%	
Confidence Summary					
	High Confidence	3			
	Medium Confidence	1			
	Low Confidence	0			
	Final Rating		High Confidence		

2.6. Emerging Technologies

2.6.1. Choice 1 Selection

- 2.6.1.1. Vendor A selects **Scientific IT Services** under “Choice 1.”

2.6.2. Example 1 (Only 1 example is allowed for Emerging Technologies)

- 2.6.2.1. **100%** of that example was related to services in the **Scientific IT Services** sub-category.

2.6.3. Emerging Technologies Result - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the selected sub-category,

Scientific IT Services. Vendor A will receive a “High Confidence” for Emerging Technologies because the sub-category meets the 60%.

Phase 2: Self-Certification			
	Choice 1		
	Scientific IT Services	Other	
Example 1	100%	0%	100%
	100%		
	Final Rating	High Confidence	

2.7. Other IT

2.7.1. Choice 2 Selection

2.7.1.1. Vendor A selects **Geospatial Analysis** under “Choice 2.”

2.7.2. Example 1

2.7.2.1. **100%** of that example was related to services in the **Malware Analysis** sub-category.

2.7.3. Example 2

2.7.3.1. **100%** of that example was related to services in the **Human Language Technology** sub-category.

2.7.4. Example 3

2.7.4.1. **100%** of that example was related to services in the **Geospatial Analysis** sub-category

2.7.5. **Other IT Result** - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Malware Analysis,” “Human Language Technology,” and “Geospatial Analysis.” Additionally, Vendor A will receive a “High Confidence” for Other IT because all sub-categories meet the 60%.

Phase 2: Self-Certification					
			Choice 2		
	Malware Analysis	Human Language Technology	Geospatial Analysis	Other	
Example 1	100%	0%	0%	0%	100%
Example 2	0%	100%	0%	0%	100%
Example 3	0%	0%	100%	0%	100%
	100%	100%	100%		
	Confidence Summary				
	High Confidence	3			
	Medium Confidence	0			
	Low Confidence	0			
	Final Rating	High Confidence			

2.8. Phase 2, Factor 3: Self-Certification Result

2.8.1. No vendor manipulation of the Scoring Table is required for the Factor 3 Result. The cover sheet of the Scoring Table document will carry over the confidence rating by task.

2.8.2. **Phase 2, Factor 3 Result:** In the scenario listed above, Vendor A will receive a “High Confidence” rating for Factor 3 because they received a “High Confidence” in six of the seven categories with no Low Confidence Ratings. Vendor A will receive a “High Confidence” notice, advising them to continue to Phase 3.

Phase 2, Factor 3: Self-Certification					
Category	Self-Certification Score				Confidence Rating
1	Workplace Solutions	Connectivity	Communications & Collaboration	Audio/ Video/ Image	Support
		100%	75%	75%	50%
2	Business Applications	Product Management	Customer Service	Sales & Marketing	
		80%	100%	110%	
3	Delivery Solutions	Development	Operations	IT Security	Strategy & Planning
		50%	90%	110%	50%
4	Platform Solutions	Application Services	Data Services	Cloud Services	
		80%	130%	90%	
5	Infrastructure	Network	Data Center	Storage Services	Compute Services
		75%	85%	50%	85%
6	Emerging Technologies	Choice 1			
		100%			
7	Other IT	Malware Analysis	Human Language Technology	Choice 2	
		100%	100%	100%	

Confidence Summary	
High Confidence	6
Medium Confidence	1
Low Confidence	0

Factor 3 Result	High Confidence
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2.9. Effects of “Low Confidence” in one Sub-Category (Example – Workplace Solutions)

2.9.1. Example 1

2.9.1.1. **100%** of that example was related to services in the **Connectivity** sub-category.

2.9.2. Example 2

2.9.2.1. **50%** of that example was related to services in the **Communications & Collaboration** sub-category.

2.9.2.2. **50%** of that example was related to the **Audio/ Video/ Image** sub-category.

2.9.3. Example 3

2.9.3.1. **25%** of that example was related to services in the **Communication & Collaboration** sub-category

2.9.3.2. **25%** of that example was related to services in the **Audio/ Video/ Image** category.

2.9.3.3. **25%** of that example was related to services in the **Support** sub-category.

2.9.3.4. **25%** of example 3 does not pertain to the required sub-categories, so the Vendor A assigns the remaining **25%** to **Other**.

2.9.4. **Workplace Solutions/ Services Result** - Vendor A will receive a “High Confidence” because this example showed that they’ve performed at least 60% of the sub-categories “Connectivity,” “Communication & Collaboration,” and “Audio/ Video/ Image.” Vendor A will receive a “Low Confidence” in the sub-category “Support” for self-certifying 25%. Overall, Vendor A will receive a “Low Confidence” for Workplace Solutions because 3 of the 4 sub-categories are “High Confidence” and the 4th sub-category is a “Low Confidence”.

Phase 2: Self-Certification						
	Connectivity	Communication & Collaboration	Audio/ Video/ Image	Support	Other	
Example 1	100%	0%	0%	0%	0%	100%
Example 2	0%	50%	50%	0%	0%	100%
Example 3	0%	25%	25%	25%	25%	100%
	100%	75%	75%	25%		

Confidence Summary	
High Confidence	3
Medium Confidence	0
Low Confidence	1

Final Rating	Low Confidence
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2.9.5. **Phase 2, Factor 3 Result:** In the scenario listed above, Vendor A will receive a “Low Confidence” rating for Factor 3 because they received a “High Confidence” in six of the

seven categories with **ONE** Low Confidence Rating. Vendor A will receive a “Low Confidence” notice, advising them to not continue to Phase 3.

Phase 2, Factor 3: Self-Certification					
Category	Self-Certification Score				Confidence Rating
1	Workplace Solutions	Connectivity	Communications & Collaboration	Audio/ Video/ Image	Support
		100%	75%	75%	25%
2	Business Applications	Product Management	Customer Service	Sales & Marketing	
		80%	100%	110%	
3	Delivery Solutions	Development	Operations	IT Security	Strategy & Planning
		50%	90%	110%	50%
4	Platform Solutions	Application Services	Data Services	Cloud Services	
		80%	130%	90%	
5	Infrastructure	Network	Data Center	Storage Services	Compute Services
		75%	85%	50%	85%
6	Emerging Technologies	Choice 1			
		100%			
7	Other IT	Malware Analysis	Human Language Technology	Choice 2	
		100%	100%	100%	

Confidence Summary

High Confidence	5
Medium Confidence	1
Low Confidence	1

Factor 3 Result	Low Confidence
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3. Phase 3

3.1. Workplace Solutions / Services

3.1.1. Example 1

- 3.1.1.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.1.1.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.1.1.3. Element 3 – Vendor A supported **3 FBI specific locations** and self-certifies **30** points.
- 3.1.1.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.

3.1.2. Example 2

- 3.1.2.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.1.2.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.1.2.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
- 3.1.2.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.

3.1.3. Example 3

- 3.1.3.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.1.3.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.1.3.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
- 3.1.3.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.

3.1.4. Element 5 (Cumulative)

- 3.1.4.1. Vendor A’s **three** examples were contracted to LE/IC customers and self-certifies **30** points.

3.1.5. Workplace Solutions/ Services Result - Vendor A will receive a “High Confidence” because the Cumulative Element Score exceeds 340 and they received no counts of “10.”

Phase 3: Corporate Experience Elements					
		Possible Points	Example		
			1	2	3
Element 1	\$1M - <\$5M	10			
Contract Value	\$5M - < \$10M	20			
	\$10M+	30	30	30	30
		Element 1 Score	90		
Element 2	Marginal - Unsatisfactory	10			
Technical CPARS	Satisfactory - Very Good	20			
	Exceptional	30	30	30	30
		Element 2 Score	90		
Element 3	1 Location, no FBI specific	10			
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20			
	> 1 locations, FBI specific	30	30	30	30
		Element 3 Score	90		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			
	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score	90		
			Cumulative		
Element 5	0	10			
LE/IC Requirement	= 1	20			
	>= 2	30	30	30	30
		Element 5 Score	30		
Category Element Score			390		
Count of 10s			0		
Final Rating			High Confidence		

3.2. Business Application Solutions / Services

3.2.1. Example 1

- 3.2.1.1. Element 1 – Vendor A’s labor value was **\$5M** and self-certifies **20** points.
- 3.2.1.2. Element 2 – Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.
- 3.2.1.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.
- 3.2.1.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.

3.2.2. Example 2

- 3.2.2.1. Element 1 – Vendor A’s labor value was **\$6M** and self-certifies **20** points.
- 3.2.2.2. Element 2 – Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
- 3.2.2.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
- 3.2.2.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.

3.2.3. Example 3

- 3.2.3.1. Element 1 – Vendor A’s labor value was **\$7M** and self-certifies **20** points.
- 3.2.3.2. Element 2 – Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.
- 3.2.3.3. Element 3 – Vendor A supported **2 locations not FBI specific** and self-certifies **20** points.
- 3.2.3.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.

3.2.4. Element 5 (Cumulative)

- 3.2.4.1. Vendor A's **three** examples were contracted to LE/IC customers and self-certifies **30** points.

3.2.5. **Business Application Solutions/ Services Result** - Vendor A will receive a “Medium Confidence” because the Cumulative Element Score is between 260 and 339 and they received no counts of “10.”

Phase 3: Corporate Experience Elements					
		Possible Points	Example		
			1	2	3
Element 1	\$1M - <\$5M	10			
Contract Value	\$5M - < \$10M	20	20	20	20
	\$10M+	30			
		Element 1 Score	60		
Element 2	Marginal - Unsatisfactory	10			
Technical CPARS	Satisfactory - Very Good	20	20	20	20
	Exceptional	30			
		Element 2 Score	60		
Element 3	1 Location, no FBI specific	10			
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20	20		20
	> 1 locations, FBI specific	30		30	
		Element 3 Score	70		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20	20	20	20
	TS/SCI with CI Poly	30			
		Element 4 Score	60		
			Cumulative		
Element 5	0	10			
LE/IC Requirement	= 1	20			
	>= 2	30	30		
		Element 5 Score	30		
Category Element Score			280		
Count of 10s			0		
Final Rating			Medium Confidence		

3.3. Delivery Solutions / Services

3.3.1. Example 1

- 3.3.1.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.3.1.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.3.1.3. Element 3 – Vendor A supported **all FBI specific locations** and self-certifies **30** points.
- 3.3.1.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.

3.3.2. Example 2

- 3.3.2.1. Element 1 – Vendor A’s labor value was **\$7M** and self-certifies **20** points.
- 3.3.2.2. Element 2 – Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
- 3.3.2.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.
- 3.3.2.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.

3.3.3. Example 3

- 3.3.3.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.

- 3.3.3.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.3.3.3. Element 3 – Vendor A supported **3 locations not FBI specific** and self-certifies **20** points.
- 3.3.3.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.3.4. Element 5 (Cumulative)
- 3.3.4.1. Vendor A's three examples were **NOT** contracted to LE/IC customers and self-certifies **10** points.
- 3.3.5. **Delivery Solutions/ Services Result** - Vendor A will receive a "Medium Confidence" because the Cumulative Element Score is between 260 and 339 and they received one count of "10."

Phase 3: Corporate Experience Elements					
		Possible Points	Example		
			1	2	3
Element 1	\$1M - <\$5M	10			
Contract Value	\$5M - < \$10M	20		20	
	\$10M+	30	30		30
		Element 1 Score	80		
Element 2	Marginal - Unsatisfactory	10			
Technical CPARS	Satisfactory - Very Good	20		20	
	Exceptional	30	30		30
		Element 2 Score	80		
Element 3	1 Location, no FBI specific	10			
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20		20	20
	> 1 locations, FBI specific	30	30		
		Element 3 Score	70		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			
	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score	90		
			Cumulative		
Element 5	0	10	10		
LE/IC Requirement	= 1	20			
	>= 2	30			
		Element 5 Score	10		

Category Element Score	330
Count of 10s	1

Final Rating	Medium Confidence
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3.4. Platform Solutions / Services

3.4.1. Example 1

- 3.4.1.1. Element 1 – Vendor A's labor value was **\$8M** and self-certifies **20** points.
- 3.4.1.2. Element 2 – Vendor A received a **NO** Technical CPARs rating and self-certifies **20** points.
- 3.4.1.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.
- 3.4.1.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.

3.4.2. Example 2

- 3.4.2.1. Element 1 – Vendor A's labor value **exceeds \$10M** and self-certifies **30** points.
- 3.4.2.2. Element 2 – Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.

- 3.5.1.3. Element 3 – Vendor A supported **1 location not FBI specific** and self-certifies **10** points.
- 3.5.1.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.5.2. Example 2
- 3.5.2.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.5.2.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.5.2.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.
- 3.5.2.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.5.3. Example 3
- 3.5.3.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.5.3.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.5.3.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
- 3.5.3.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.
- 3.5.4. Element 5 (Cumulative)
- 3.5.4.1. Vendor A’s **three** examples were contracted to LE/IC customers and self-certifies **30** points.
- 3.5.5. **Infrastructure Solutions/ Services Result** - Vendor A will receive a “Medium Confidence” because even though the Cumulative Element Score is 350, the vendor received one count of “10.”

Phase 3: Corporate Experience Elements					
		Possible Points	Example		
			1	2	3
Element 1	\$1M - <\$5M	10			
Contract Value	\$5M - < \$10M	20			
	\$10M+	30	30	30	30
		Element 1 Score	90		
Element 2	Marginal - Unsatisfactory	10			
Technical CPARS	Satisfactory - Very Good	20			
	Exceptional	30	30	30	30
		Element 2 Score	90		
Element 3	1 Location, no FBI specific	10	10		
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20		20	
	> 1 locations, FBI specific	30			30
		Element 3 Score	60		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			20
	TS/SCI with CI Poly	30	30	30	
		Element 4 Score	80		
			Cumulative		
Element 5	0	10			
LE/IC Requirement	= 1	20			
	>= 2	30		30	
		Element 5 Score	30		
Category Element Score			350		
Count of 10s			1		
Final Rating			Medium Confidence		

3.6. Emerging IT (1 Example Submission)

3.6.1. Example 1

3.6.1.1. Element 1 – Vendor A’s labor value **exceeded \$1M** and self-certifies **30** points.

3.6.1.2. Element 2 – Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.

3.6.1.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.

3.6.1.4. Element 4 – Vendor A required up to **TS** work and self-certifies **20** points.

3.6.1.5. Element 5 - Vendor A’s **one** example was contracted to LE/IC customers and self-certifies **20** points.

3.6.2. **Emerging IT Result** - Vendor A will receive a “Medium Confidence” because the Cumulative Element Score is 110 and the vendor received no counts of “10.”

Phase 3: Corporate Experience Elements				
		Possible Points	Example	
			1	
Element 1	\$50k <\$500k	10		
Contract Value	\$500k - < \$1M	20		
	\$1M+	30	30	
		Element 1 Score	30	
Element 2	Marginal - Unsatisfactory	10		
Technical CPARS	Satisfactory - Very Good	20	20	
	Exceptional	30		
		Element 2 Score	20	
Element 3	1 Location, no FBI specific	10		
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20	20	
	> 1 locations, FBI specific	30		
		Element 3 Score	20	
Element 4	UNCLASS/Secret	10		
Cleared Work	TS	20	20	
	TS/SCI with CI Poly	30		
		Element 4 Score	20	
			Cumulative	
Element 5	0	10		
LE/IC Requirement	= 1	20	20	
		Element 5 Score	20	
Category Element Score			110	
Count of 10s			0	
Final Rating			Medium Confidence	

3.7. Other IT

3.7.1. Example 1

3.7.1.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.

3.7.1.2. Element 2 – Vendor A received a **Satisfactory** Technical CPARs rating and self-certifies **20** points.

- 3.7.1.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
- 3.7.1.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.7.2. Example 2
 - 3.7.2.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
 - 3.7.2.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
 - 3.7.2.3. Element 3 – Vendor A supported **3 FBI specific location** and self-certifies **30** points.
 - 3.7.2.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.7.3. Example 3
 - 3.7.3.1. Element 1 – Vendor A’s labor value was **\$9M** and self-certifies **20** points.
 - 3.7.3.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
 - 3.7.3.3. Element 3 – Vendor A supported **2 FBI specific locations** and self-certifies **30** points.
 - 3.7.3.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.7.4. Element 5 (Cumulative)
 - 3.7.4.1. Vendor A’s **one** example was contracted to LE/IC customers and self-certifies **20** points.
- 3.7.5. **Other IT Result** - Vendor A will receive a “High Confidence” because the Cumulative Element Score exceeds 340 and they received no counts of “10.”

Phase 3: Corporate Experience Elements					
		Possible Points	Example		
			1	2	3
Element 1	\$1M - <\$5M	10			
Contract Value	\$5M - < \$10M	20			20
	\$10M+	30	30	30	
		Element 1 Score	80		
Element 2	Marginal - Unsatisfactory	10			
Technical CPARS	Satisfactory - Very Good	20	20		
	Exceptional	30		30	30
		Element 2 Score	80		
Element 3	1 Location, no FBI specific	10			
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20			
	> 1 locations, FBI specific	30	30	30	30
		Element 3 Score	90		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			
	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score	90		
			Cumulative		
Element 5	0	10			
LE/IC Requirement	<= 1	20	20		
	>= 2	30			
		Element 5 Score	20		
Category Element Score			360		
Count of 10s			0		
Final Rating			High Confidence		

3.8. Phase 3, Factor 4: Self-Certification Result

3.8.1. No vendor manipulation of the Scoring Table is required for the Factor 4 Result. The cover sheet of the Scoring Table document will carry over the confidence rating by task.

3.8.2. **Phase 3, Factor 4 Result:** In the scenario listed above, Vendor A will receive a “Medium Confidence” rating for Factor 4 because they received a “High Confidence” in less than six of the seven categories with no Low Confidence Ratings. Vendor A will receive a “Medium Confidence” notice, advising them to consider continuation to Phase 4.

Phase 3, Factor 4: Corporate Experience Elements			
Category	Element Points	Confidence Rating	
1 Workplace Solutions	390	High Confidence	
2 Business Applications	280	Medium Confidence	
3 Delivery Solutions	330	Medium Confidence	
4 Platform Solutions	300	Medium Confidence	
5 Infrastructure	350	Medium Confidence	
6 Emerging Technologies	110	Medium Confidence	
7 Other IT	360	High Confidence	

Confidence Summary

High Confidence	2
Medium Confidence	5
Low Confidence	0

Factor 4 Result	Medium Confidence
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3.9. Effects of “Low Confidence” in one Sub-Category (Example Delivery Solutions)

3.9.1. Example 1

- 3.9.1.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
- 3.9.1.2. Element 2 – Vendor A received an **Exceptional** Technical CPARs rating and self-certifies **30** points.
- 3.9.1.3. Element 3 – Vendor A supported **all FBI specific locations** and self-certifies **30** points.
- 3.9.1.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.9.2. Example 2
 - 3.9.2.1. Element 1 – Vendor A’s labor value was **\$1M** and self-certifies **10** points.
 - 3.9.2.2. Element 2 – Vendor A received a **Very Good** Technical CPARs rating and self-certifies **20** points.
 - 3.9.2.3. Element 3 – Vendor A supported **1 FBI specific location** and self-certifies **20** points.
 - 3.9.2.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.9.3. Example 3
 - 3.9.3.1. Element 1 – Vendor A’s labor value **exceeded \$10M** and self-certifies **30** points.
 - 3.9.3.2. Element 2 – Vendor A received a **Exceptional** Technical CPARs rating and self-certifies **30** points.
 - 3.9.3.3. Element 3 – Vendor A supported **3 locations not FBI specific** and self-certifies **20** points.
 - 3.9.3.4. Element 4 – Vendor A required up to **TS/SCI with CI Poly** work and self-certifies **30** points.
- 3.9.4. Element 5 (Cumulative)
 - 3.9.4.1. Vendor A’s three examples were **NOT** contracted to LE/IC customers and self-certifies **10** points.
- 3.9.5. **Delivery Solutions/ Services Result** - Vendor A will receive a “Low Confidence” because while the Cumulative Element Score is between 260 and 339 and they received **two** counts of “10.”

Phase 3: Corporate Experience Elements

		Possible Points	Example		
			1	2	3
Element 1	\$5M - <\$20M	10		10	
Contract Value	\$20M - < \$50M	20			
	\$50M+	30	30		30
		Element 1 Score	70		
Element 2	Marginal	10			
Technical CPARS	Satisfactory - Very Good	20		20	
	Exceptional	30	30		30
		Element 2 Score	80		
Element 3	1 Location, no FBI specific	10			
Staffed Location	1 location, FBI specific OR > 1 locations, not FBI specific	20		20	20
	> 1 locations, FBI specific	30	30		
		Element 3 Score	70		
Element 4	UNCLASS/Secret	10			
Cleared Work	TS	20			
	TS/SCI with CI Poly	30	30	30	30
		Element 4 Score	90		
			Cumulative		
Element 5	0	10	10		
LE/IC Requirement	= 1	20			
	>= 2	30			
		Element 5 Score	10		

Category Element Score	320
Count of 10s	2

Final Rating	Low Confidence
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3.9.6. **Phase 3, Factor 4 Result:** In the scenario listed above, Vendor A will receive a “Low Confidence” rating for Factor 4 because they received a majority “Medium Confidence” and ONE “Low Confidence” Rating. Vendor A will receive a “Low Confidence” notice, advising them to not continue to Phase 4.

Phase 3, Factor 4: Corporate Experience Elements			
Category		Element Points	Confidence Rating
1	Workplace Solutions	390	High Confidence
2	Business Applications	280	Medium Confidence
3	Delivery Solutions	320	Low Confidence
4	Platform Solutions	300	Medium Confidence
5	Infrastructure	350	Medium Confidence
6	Emerging Technologies	110	Medium Confidence
7	Other IT	360	High Confidence

Confidence Summary	
High Confidence	2
Medium Confidence	4
Low Confidence	1

Factor 4 Result	Low Confidence
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